

## Revised 2022-23 Budget Cycle Funding Allocation

### Measure A

Measure A 2021-22

Measure A 2022-23

YOY \$ Change

YOY % Change

|                       |    |              |    |              |    |             |     |
|-----------------------|----|--------------|----|--------------|----|-------------|-----|
| Wages & Payroll Taxes | \$ | 439,578.71   | \$ | 425,726.62   | \$ | (13,852.09) | -3% |
|                       |    |              |    |              |    |             |     |
| Employee Benefits     | \$ | 97,000.00    | \$ | 110,400.00   | \$ | 13,400.00   | 14% |
|                       |    |              |    |              |    |             |     |
| Overhead              | \$ | 145,550.00   | \$ | 200,275.00   | \$ | 54,725.00   | 38% |
|                       |    |              |    |              |    |             |     |
| Marketing             | \$ | 1,043,962.86 | \$ | 1,193,116.50 | \$ | 149,153.64  | 14% |
|                       |    |              |    |              |    |             |     |
| Sales                 | \$ | 293,500.00   | \$ | 393,000.00   | \$ | 99,500.00   | 34% |
|                       |    |              |    |              |    |             |     |
| Communications        | \$ | 261,450.00   | \$ | 302,053.00   | \$ | 40,603.00   | 16% |
|                       |    |              |    |              |    |             |     |
| Special Events        | \$ | 261,569.00   | \$ | 423,219.00   | \$ | 161,650.00  | 62% |
|                       |    |              |    |              |    |             |     |
| Total Expenses        | \$ | 2,542,610.57 | \$ | 3,047,790.12 | \$ | 505,179.55  | 20% |
|                       |    |              |    |              |    |             |     |
| Projected Revenue     | \$ | 2,392,279.00 | \$ | 3,047,790.12 | \$ | 655,511.12  | 27% |
|                       |    |              |    |              |    |             |     |

### TBID

TBID 2021-22

TBID 2022-23

YOY \$ Change

YOY % Change

|                       |    |              |    |              |    |              |      |
|-----------------------|----|--------------|----|--------------|----|--------------|------|
| Wages & Payroll Taxes | \$ | 439,578.71   | \$ | 425,726.62   | \$ | (13,852.09)  | 0%   |
|                       |    |              |    |              |    |              |      |
| Employee Benefits     | \$ | -            | \$ | -            | \$ | -            | 0%   |
|                       |    |              |    |              |    |              |      |
| Overhead              | \$ | 95,859.00    | \$ | 126,000.00   | \$ | 30,141.00    | 31%  |
|                       |    |              |    |              |    |              |      |
| Marketing             | \$ | 4,104,908.00 | \$ | 6,903,528.00 | \$ | 2,798,620.00 | 68%  |
|                       |    |              |    |              |    |              |      |
| Sales                 | \$ | 77,500.00    | \$ | 155,000.00   | \$ | 77,500.00    | 100% |
|                       |    |              |    |              |    |              |      |
| Communications        | \$ | 63,200.00    | \$ | 131,250.00   | \$ | 68,050.00    | 108% |
|                       |    |              |    |              |    |              |      |
| Total Expenses        | \$ | 4,781,045.71 | \$ | 7,741,504.62 | \$ | 2,960,458.91 | 62%  |
|                       |    |              |    |              |    |              |      |
| Projected Revenue     | \$ | 4,792,957.00 | \$ | 7,741,504.62 | \$ | 2,948,547.62 | 62%  |
|                       |    |              |    |              |    |              |      |

### Combined - Overall Budget

Combined 2021-22

Combined 2022-23

YOY \$ Change

YOY % Change

|                       |    |              |   |    |               |    |              |     |
|-----------------------|----|--------------|---|----|---------------|----|--------------|-----|
| Wages & Payroll Taxes | \$ | 879,157.42   | # | \$ | 851,453.24    | \$ | (27,704.18)  | -3% |
|                       |    |              |   |    |               |    |              |     |
| Employee Benefits     | \$ | 97,000.00    | # | \$ | 110,400.00    | \$ | 13,400.00    | 14% |
|                       |    |              |   |    |               |    |              |     |
| Overhead              | \$ | 241,409.00   | # | \$ | 326,275.00    | \$ | 84,866.00    | 35% |
|                       |    |              |   |    |               |    |              |     |
| Marketing             | \$ | 5,148,870.86 | # | \$ | 8,096,644.50  | \$ | 2,947,773.64 | 57% |
|                       |    |              |   |    |               |    |              |     |
| Sales                 | \$ | 371,000.00   | # | \$ | 548,000.00    | \$ | 177,000.00   | 48% |
|                       |    |              |   |    |               |    |              |     |
| Communications        | \$ | 324,650.00   | # | \$ | 433,303.00    | \$ | 108,653.00   | 33% |
|                       |    |              |   |    |               |    |              |     |
| Special Events        | \$ | 261,569.00   |   | \$ | 423,219.00    | \$ | 161,650.00   | 62% |
|                       |    |              |   |    |               |    |              |     |
| Total Expenses        | \$ | 7,323,656.28 |   | \$ | 10,789,294.74 | \$ | 3,465,638.46 | 47% |
|                       |    |              |   |    |               |    |              |     |
| Projected Revenue     | \$ | 7,185,236.00 |   | \$ | 10,789,294.74 | \$ | 3,604,058.74 | 50% |
|                       |    |              |   |    |               |    |              |     |